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# ANNUAL AUDITED REPORT **FORM X-17A-5 PART III**

#### **FACING PAGE**

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING JANUARY 1, 2011 AND ENDING DECEMBER 31, 2011

|                                  | DECICED ANT IDENTIFICAT              | ION              |                         |
|----------------------------------|--------------------------------------|------------------|-------------------------|
| NAME OF BROKER-DEALER:           | REGISTRANT IDENTIFICAT               |                  | CIAL USE ONLY           |
| R. F. LAFFERTY & CO., INC.       |                                      | FIR              | M ID. NO.               |
| ADDRESS OF PRINCIPAL PLACE O     | F BUSINESS: (Do not use P. O. B      | ox No.)          |                         |
| 80 BROAD STREET – 26th Floor     |                                      |                  |                         |
| NEW YORK,                        | NEW YORK                             |                  | 10004                   |
| (City) NAME AND TELEPHONE NUMBER | (State)<br>R OF PERSON TO CONTACT IN |                  | Zip Code)<br>HIS REPORT |
| HENRY HACKEL, President          |                                      | (212) – 293 -    | 9090                    |
|                                  | (A                                   | rea Code – Telep | hone No.)               |
| В.                               | ACCOUNTANT IDENTIFICAT               | TION             |                         |
| INDEPENDENT PUBLIC ACCOUNT       | ANT whose opinion is contained in    | n this Report*   |                         |
| LERNER & SIPKIN, CPAs, LLP       |                                      |                  |                         |
| 132 Nassau Street, Suite 1023    | New York                             | NY               | 10038                   |
| X Certified Public Acc           | ountant                              |                  |                         |
|                                  | FOR OFFICIAL USE ONLY                |                  |                         |

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SEC 1410 (06-02)

<sup>\*</sup>Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See section 240.17a-5(e)(2).

#### OATH OR AFFIRMATION

I, HENRY HACKEL, swear (or affirm) that, to the best of my knowledge and belief, the accompanying financial statement and supporting schedules pertaining to the firm of R. F. LAFFERTY & CO., INC., as of DECEMBER 31, 2011, are true and correct. I further swear (or affirm) that neither the company nor any partner, proprietor, member, principal officer or director has any proprietary interest in any account classified solely as that of a customer, except as follows:

|                       | NONE              |
|-----------------------|-------------------|
|                       |                   |
| X Sledy Notary Public | Signature    NEST |

This report\*\* contains (check all applicable boxes):

- (x) (a) Facing page.
- (x) (b) Statement of Financial Condition.
- (x) (c) Statement of Operations.
- (x) (d) Statement of Cash Flows.
- (x) (e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietor's Capital.
- (x) (f) Statement of Changes in Liabilities Subordinated to Claims of Creditors.
- (x) (g) Computation of Net Capital.
- ( ) (h) Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3.
- ( ) (i) Information Relating to the Possession or Control requirements under rule 15c3-3.
- ( ) (j ) A Reconciliation, including appropriate explanation, of the Computation of Net Capital Under Rule 15c3-1 and the Computation for Determination of the reserve requirements Under Exhibit A of Rule 15c3-3.
- ( ) (k ) A Reconciliation between the audited and unaudited Statements of Financial Condition with respect to methods of consolidation.
- (x) (l) An Oath or Affirmation.
- (x) (m) A copy of the SIPC Supplemental Report.
- ( ) (n ) A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit.
- (x) (o) Independent Auditors' Report on Internal Accounting Control.
- \*\* For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

# R.F. LAFFERTY & CO., INC. STATEMENT OF FINANCIAL CONDITION DECEMBER 31, 2011

| ASSETS   |              |
|--|--------------|
| Cash and cash equivalents  | \$ 409,943   |
| Due from broker  | 397,199      |
| Commissions receivable   | 234,333      |
| Securities - at market value (Note 3)                                | 1,767,951    |
| Fixed assets, net of accumulated depreciation of \$407,830 (Note e)) | 78,101       |
| Other assets   | 252,848      |
| Total assets   | \$ 3,140,375 |
| LIABILITIES AND STOCKHOLDERS' EQUITY                                 |              |
| Liabilities:   |              |
| Accounts payable and accrued expenses                                | 276,652      |
| Due to broker  | 761,170      |
| Securities sold, not yet purchased - at market value (Note 3)        | 11,779       |
| Total liabilities  | 1,049,601    |
| Commitments and Contingencies (Notes 5 and 6)                        |              |
| Stockholders' equity (Note 7)  |              |
| Common stock, no par value, 1,000 shares                             |              |
| authorized, 200 shares issued and outstanding.                       | 25,000       |
| Additional paid-in capital   | 1,583,000    |
| Retained earnings  | 482,774      |
| Total stockholders' equity   | 2,090,774    |
| Total liabilities and stockholders' equity                           | \$ 3,140,375 |

#### R. F. LAFFERTY & CO., INC.

# NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2011

#### Note 1 - Nature of Business

R. F. Lafferty & Co., Inc. (The "Company"), a New York corporation formed for the purpose of conducting business as a broker-dealer in securities, is registered with the Securities and Exchange Commission. The Company is a member of the Financial Industry Regulatory Authority (FINRA).

The Company operates under the provisions of Paragraph (k) (2) (ii) of Rule 15c3-3 of the Securities and Exchange Commission and, accordingly, is exempt from the remaining provisions of that rule. Essentially, the requirements of Paragraph (k) (2) (ii) provide that the Company clears all transactions on behalf of customers on a fully disclosed basis with a clearing broker/dealer, and promptly transmits all customer funds and securities to the clearing broker/dealer. The clearing broker/dealer carries all of the accounts of the customers and maintains and preserves all related books and records as are customarily kept by a clearing broker/dealer.

# Note 2 - Summary of Significant Accounting Policies

#### a) Revenue Recognition

Securities transactions (and the recognition of related income and expenses) are recorded on a settlement date basis. Commission income and related expenses are recorded on a settlement date basis. There is no material difference between settlement date and trade date.

#### b) Income Taxes

The Company has elected to be treated as an "S" Corporation under the provisions of the Internal Revenue Code and New York State tax regulations. Under the provisions, the Company does not pay federal or state corporate income taxes on its taxable income. Instead, the stockholder is liable for individual income taxes on his respective share of the Company's taxable income. The Company continues to pay New York City general corporation taxes.

#### c) Cash and Cash Equivalents

The Company considers demand deposited money market funds to be cash equivalents. The Company maintains cash in bank accounts which, at times, may exceed federally insured limits or where no insurance is provided. The Company has not experienced any losses in such accounts and does not believe it is exposed to any significant credit risk on cash and cash equivalents.

#### d) Fair Value Measurements

The Company carries its investments at fair value. ASC 820, Fair Value Measurements and Disclosure, defines fair value as the price that would be received to sell an asset or paid to transfer a liability (i.e., the "exit price") in an orderly transaction between market participants at the measurement date. ASC 820 establishes a fair value hierarchy for inputs used in measuring fair value that maximizes the use of observable inputs and minimizes the use of unobservable inputs by requiring that the most observable inputs be used when available.

# R. F. LAFFERTY & CO., INC.

# NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2011

# Note 2 - Summary of Significant Accounting Policies (continued)

#### d) Fair Value Measurements

The fair value hierarchy is categorized into three levels based on the inputs as follows:

- Level 1 Fair values derived from unadjusted quoted prices of identical assets in active markets.
- Level 2 Fair values derived from quoted prices of similar assets in active markets, quoted prices for identical or similar assets in markets that are not active and model driven valuations in which all significant inputs are observable in active markets.

Level 3 - Fair values derived from inputs which are not observable in markets.

The following table represents the Company's fair value hierarchy for those assets and liabilities measured at fair value on a recurring basis as at December 31, 2011:

|                       | Fair Value Measurements Using |   |  |                                       |
|-----------------------|-------------------------------|---|--|---------------------------------------|
|                       | Total                         | Quoted Price<br>in Active<br>Markets for<br>Identical<br>Assets | Significant<br>Other<br>Observable<br>Inputs | Significant<br>Unobservable<br>Inputs |
|                       | Total                         | (Level 1)   | (Level 2)                                    | (Level 3)                             |
| Equities              | \$962,967                     | \$962,967   | \$-0-  | \$-0-                                 |
| Bonds                 | 804,984                       | 804,984   | -0-  | -0-                                   |
| Equities (sold short) | (11,779)                      | (11,779)  | -0-  | -0-                                   |

#### e) Fixed Assets

Fixed assets are carried at cost and are depreciated over a useful life of 5-7 years.

#### f) Use of Estimates

Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, and the reported amounts of revenues and expenses.

#### g) Subsequent Events

The Company has evaluated events and transactions that occurred between January 1, 2012 and January 27, 2012, which is the date the financial statements were available to be issued, for possible disclosure and recognition in the financial statements.

#### R. F. LAFFERTY & CO., INC.

# NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2011

# Note 3- Marketable Securities Owned, and Sold, Not Yet Purchased.

Marketable securities consist of securities at quoted market values, as illustrated below:

|          | <u>Owned</u>       | Sold, Not Yet Purchased |
|----------|--------------------|-------------------------|
| Equities | \$ 962,967         | \$11,779                |
| Bonds    | 804,984            | 0-                      |
|          | <b>\$1,767,951</b> | \$11,779                |

# Note 4 - Profit Sharing Plan

The Company is a sponsor of a defined contribution profit sharing plan for its eligible employees. The Company makes annual contributions of  $2\frac{1}{2}$  % of the salaries of all eligible employees. The employer's contribution for any fiscal year shall not exceed the maximum allowable as a deduction to the employer under the provisions of the IRS Code Section 404, as amended, or replaced from time to time.

The Company's liability to the plan for the year ended December 31, 2011 was \$54,243.

# Note 5- Commitments and Contingencies

#### Office Space

The Company rents office space pursuant to a lease agreement expiring June 30, 2013.

The aggregate minimum annual rent commitment follows, exclusive of escalation charges:

| <u>Year</u> | Amount  |  |
|-------------|---------|--|
| 2012        | 225,749 |  |
| 2013        | 102,613 |  |

#### Litigation

The Company is a defendant in an action seeking to recover compensatory damages in the amount of \$50,000, in addition to attorney's fees, costs, disbursements and punitive damages.

The proceeding is in its initial stages and it is therefore too early to express an opinion as to the likelihood of success or to estimate the potential loss. In addition, the Company believes that the claim is without merit and intends to vigorously defend the allegation. The Company, however, has accrued approximately \$25,000 as of December 3, 2011, for associated legal expense.

# R. F. LAFFERTY & CO., INC. NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2011

#### Note 6 - Financial Instruments with Off-Balance Sheet Credit Risk

As a securities broker, the Company is engaged in buying and selling securities for a diverse group of institutional and individual investors. The Company introduces these transactions for clearance to another broker-dealer on a fully disclosed basis.

The Company's exposure to credit risk associated with non-performance of customers in fulfilling their contractual obligations pursuant to securities transactions can be directly impacted by volatile trading markets which may

impair customers' ability to satisfy their obligations to the Company and the Company's ability to liquidate the collateral at an amount equal to the original contracted amount. The agreement between the Company and its clearing broker provides that the Company is obligated to assume any exposure related to such non-performance by its customers. The Company seeks to control the aforementioned risks by requiring customers to maintain margin collateral in compliance with various regulatory requirements and the clearing broker's internal guidelines. The Company monitors its customer activity by reviewing information it receives from its clearing broker on a daily basis, and requiring customers to deposit additional collateral, or reduce positions, when necessary.

# Note 7 - Net Capital Requirement

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (Rule 15c3-1), which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 1500%. At December 31, 2011, the Company had net capital of \$1,541,349 which was \$691,849 in excess of its required net capital of \$849,500. The Company's net capital ratio was 68.10%.

A copy of the Firm's Statement of Financial Condition as of December 31, 2011, pursuant to SEC Rule 17a-5, is available for examination at the Firm's office and at the regional office of the SEC.



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Joseph G. Sipkin, C.P.A. jsipkin@lernersipkin.com

# **INDEPENDENT AUDITORS' REPORT**

To the Stockholders of R. F. Lafferty & Co., Inc. 80 Broad Street – 26<sup>th</sup> Floor New York, NY 10004

We have audited the accompanying statement of financial condition of R. F. Lafferty & Co., Inc. as of December 31, 2011. This financial statement is the responsibility of the Company's management. Our responsibility is to express an opinion on this financial statement based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the statement of financial condition is free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the statement of financial condition. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall statement of financial condition presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the statement of financial condition referred to above presents fairly, in all material respects, the financial position of R. F. Lafferty & Co., Inc. as of December 31, 2011, in conformity with accounting principles generally accepted in the United States of America.

Jenn & John CAAs LLP Lerner & Sipkin, CPAs, LLP Certified Public Accountants (NY)

New York, NY January 27, 2012

SEC Mail Processing Section

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Washington, DC 123

R. F. LAFFERTY & CO., INC.

STATEMENT OF FINANCIAL CONDITION

December 31, 2011